

B949

25 mil unit for Pharmed

11-27-00 National R&D in Asia Antiretroviral Campaign
 2415 K Riverfront Rd
 Suite 200 Orange, CA 92865
 STUDY BY DAKTMOXIN
 Hydrogen Therapy 714 921 0150
 Enrol Landy

FRESGNIUS KABI AG
 Mission Pharmaceutical
 Cambridge

11-28-00 STAIN

Tannin

Ranitidine 7 m. 2 registers
 Ethynodiol

Organic Form
 Aqueous Form

B950

12/04

Joseph Rus 905 337-4488
 SHIRE CANADA + Interest

12/04

Trinity Capital + Small Cap funds

Biotech - JP Morgan

250 mil invested

150 mil earn

WHO

4/15 211,7070

Man. Director

~~John~~ GENE Young

Greg Detrick

12-04-00

Howard Marie

Chilean - WEC Construction

JAMIE Espiazzi

12-05-00

Russel Cleveland

STONEGATE - write RPT.
Promote

12/05

Spain - Adolfo

Luis Cabaya - samples

Ethiopharm decrease

4000 p/kg = 50 mil/yr

ANTIBIOTICOS - Mexico

SIGNING SOON

Budget Monday

Part I

650-750 mil

B951

12/18/00 ADOLFO

OM&PROM

ANTIBIOTICOS - Supply for

Mexico

525 28 cpr

COSTA RICA

322 14 cpr

Peru

480 BULK

Hond

Guatemala

SKB - Ltr. still due this week

TEVA - Power of Attorney

CALL @ 11:00

Ethypharm

Negotiate New Price - WEDNESDAY

LG'Duc in Taipei

Awaiting New Agreement

Paracetamol

12/19

JORDAN

VAN KASPER

1st Boston / DLT

12/19

ARNIE

COBL ASSOCIATES

WARSburg Pinkus - 5 Billion Fund

Michael Craig - Van Kasper 408 947-3450

12/18

B952

12/19

Joe Stodola

Joe has
 smoke wts
Peter
 180 K wts
M. Baird
Wts
M. McKinnon
 2800 Wts.

3680 OF 5.55

+ EXTENDING

12/20

Bill Quinn - prefers an extension wts.

12/20

Spain

Ethynodiol prices sign tomorrow

TEVA - Spanish Lawyer

SHIRE - 2nd payment of TAXES 75 mil pesas.

50% price + 50% TAXES - in PAST

D&T - all

Trembler - w/in 60 days - Feb

TEVA - amphotericin - decision in Jan

- 502058 -

12/19/00

PEGASUS

Dr. Robert Zorbé CEO

Dr. Stuart Dombey CSO

Mr. Cibril Nicolas VP Corp Dev.

- Partner w/ others to advanced stage
- Shared # Risk - Reward

Dichotomy?
Insulin

* Discomfort

* Insulin Venture

Thin PH. II

\$ & Expertise + ownership

Intranasal Pain Management

Formulation

"Innovator's Dilemma"

12/20

Ethylpharm France

Leduc's Assistant - contract

will be readily findable

12/

Mike Bread

4 Gp.

- Trinity Gp - 40K ,
- SKaggs

50-60K shares

12/28/00

SPAIN

Omprezaole

Capacity Now 8 batches / mo w/2 shifts

Need 10-11 Batches / mo
w/ 4QWk

2002-03 patent expire for Omprezaole

* Our manuf. process

1400 psts. Ethy Sales 8 mil. USD

400 mil. profit 2.3 mil USD

Eubrand

Eubrand - Italy

Osmopharm - Switz

B955

12 Jan 01

Spain - Adolfo

CINFA - omnipresent manuf.

Omeprazole - New Patent

Patents - Paracetamol

12 Feb. 01

ALCON

50 mL

WIDE VARIETY

pH 7 formulation

- Highly H₂O
- Highly insoluble

2 samples

ACTIVES: SEND TO US

WANT BASE rather salt

10-2-2001

12 Jan 01

Principal changes

Med Co Growth

Small Co Growth

Int. Emer.

Fid M&A cap.

B956

Sanofi - Synthelabo

Ives M ARCHENAY

Paracetamol

Acqueril

Insulin

Adolfo

TEVA - Meeting France

Bayon Mtg. FRANCE

NAB vita for sale

BAVITA 1500 MIL 13 rec.

• LETTER - Power of Attorney

Ethypharm - meeting

* 2.5mg + 10 mg Enalapril - Approved

* Controbras - will sign immediately

J. m GALE

B957

E-mail

SPAINSANOFI - SYNTHELABO
Mtg. - Show samples
ManufacturingANTIBIOTICOS - Ethypharm - meeting
Brazil working as brokerContract - For micro pellets
Wanted29,000 doses buying / Mh
15,000 cost

Email

Ethypharm

E-mail

FAX lab. Colombia

E-mail

Glaxo - SKB

1/22/01

Bob Friedman2-3 package complete
mailing list

LONDON - IPO INTEREST

CHASE Corp. -

WOUND HEALING

ANEST. Pain Manage

Clinical PHARM

H. R. Executive

B958

Ethiopharm

13 JUNE Ignacio

Morovitis - Lab B&V Mac New contract
Monday - New plant mining
Fluid-bed + Extrusion

8 mil ml 1400 ml pastes
2 mil 400 ml pastes

Probability

Hires Ignacio

Sanofi-Synthelab

13th + 14th

Fever meeting

Helen de Kloeck - Beaufort + Vita AfSches

Offered us to buy

Brand rights declined

+ with me 3 lowest &
Sales increasing 3% only

Volume Skles 1500 \$9 mil

Spain + Europe

Tchibet et Omerosazhe

Paracetamol

B959

01-31-00
02-21-01Spain

Omeprazole Organic Patent

Redacted

Omeprazole Tablet - NOT YET ready for P.R.

TOMA

Sporstomers - NOT YET - received fax 3 files

SENT

DAYUT -

GLAVO/SKB -

Not this - 8th arr Zaragoza Visit but
Mex city thereforeAfter 15th - 2 DAYS
then to Switz.Sanofi-Synthelabo - 13th evening
14th AM 7:00

Omeprazole to Portugal -

MEXICO

Dunn + Broadstreet - 2A & 3A - BEST RATING

PARACETAMOL - TABLETS READY TODAY - manuf.

Biogquirurgency - 650mg, 500mg, 1gm
Quicker onset From Sachets + Tablets

TOTAL 6 studies

Object. HAVE Funding

Omeprazole Tablets

OMEPRAZOLE - Organic

30,000 / kg PAYING 15,000 / kg COST

12 K Kilos/yr. x 15k = 180M,112k/yr

B960

FIDELITY PREMIUM SERVICES

ATPG @ 15-18

20 or below

MATT ENZAI (712) 325 6884

- Endocrinology

02-01-01

Ethypharm

② Remaining People

Phillipe Boudal coming in Feb

Manufacturing continue w/ us for Awhite

Lanisiprosod - Active

Patent Atty. - Proceed w/ filing

Mtg. Q4 next mtg.
16th

02-01

Jim Gable CEO of Bus. Dev., AMARIN

Rick Stewart 011 44 207 665 1964

Carol Ann

Mike Coffey, Pres. US side

Nevico interest license

Controlled Manf. Site being sought

GACELL (AMARIN AB) MALMO Sweden
Over Bridge from Copenhagen

St. JAMES SQUARE

B961

ADOLFO

34 629 369 032 mobile

Train London / Paris

CHRIS NICHOLAS

COMPENSATION Memo - Bob Stote

• Genetic Engineering DEC. 2000

1-2 X Selangor

2-3 X "

Call Bob -

----- #133 Florida Co

Acetaminophen

BELIZE

B962

Action Items - For Friday 02-16-01

Comp Committee Rpt

Malke	• ATTACH sample of Biost
Bob	• Comp Cos.
? Dan 10% 2nd increase	Tim
	• Atrix (Phizer)
	Amgen
	Adelto

Follow-up Plan response

STRATEGIC	King - Meeting
	RECKITT
	Glaxo/SK
	Schering

American
Amgen
topical

Adelto	- C4U
	SPN0ff
	- oneporate organic patent
	- Schering
	- P.R. Endopat
	-

Patent - Synthesadt opinion - Paracetamol
Testosterone Study

Aciclovir - Very Important (Schering-Glaxo)

? Franz Coll work vs. topical US
? Hire formulation chemist - Schering Help Princeton

McNeil - New tablets. Paracetamol - CALL
DATE FOR LAUNCHED

Ethypharm - Meeting - Severe file
? Announce oneporate

Tim Gable - Analyst Rpt - Grunenthal, Prod. Vector
- Grace + when
- Rpt of meeting

Clinical - Acetaminophen

When - How much - Bob Stoltz

Strategic Plan - C4U, Grace (Amgen)

CALL McHugh - Scheduling

B963

02/16/01

Spain

Adurzo

20th Swiss NovartisThis / July Launch of 25 mg & 10 mg
Ental April

28 + 56 Per package

* Plantago Ovata

Launch 1st week March

Patent Organic Omega-3

Next Friday -

Ten

	Profit	Budget	Actual?
Lab Beaufort	40	40	
Lab Denver	(3)	(2.5)	

Controversy	37 → 23 mil / Month
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B964

US Dept Health + Human Services
Tom Thompson (New Head Man)

02-20-01 Knoll - Jordan Pollack
MAP Biotech - Rheumatoid Arthritis
* Pain management - EMPHASIS
(6 weeks -)

Janssen - J&J MATTHEWS
NEFT Message: 609 930-2154

02-21-01 Adolfo
ZARAGOSA - Novartis visit
7-8 months to switch.
Ethepharm

- Know now about Omeprazole
our own clients
- Molt - export by Lab Belmax
- expect to transfer all but
organic formula

Redacted

Bioavail Study
500 tablet dissolved
500 tablet SA
1000 sachet
500 Paracetamol tablet

10 mil poser.
short time to
CMAX

B965

1. Maxigen - DNA gene modify potency
(MAXY) insulin modify possible
2. APPLIED molecular evolution

Schering300K Shares w/in Group

Earnings Profitable

Patent action pt

(Estimate M)

Tyne and

Parke-Davis

New Pats

ADOLFO

Amox w/ Clavonic 2 Reg

1 Green Omprazole

Ethypharm - Merck Phillip Bowdah

Uquita G.M (new)

Germany - Ompr.

Greece - Ompr.

B966

3/14/01

TELEPHONIC BUD Nettire:

Nomination:

Approval New stock option

Annual rate:

D&T for next yr.

MOVE TBM in New class

3-14-01

ANAVIN - Jim Gatz

Development contracts

5 mil Royalty Stream in 2003

Breakeven

3-14-01

ADOLFO

Monthly Sales JAN-FEB - YTD MAR.

ANNOUNCEMENTS - One a month {3 Months}

Price issue - 2.5 + 10 mg. Encalpil

18.4 million sales 2000

PHARM INDUSTRY TAX - report

For 30K million patches
Now 5000 - R+D

2001 - Renewal

ETHYPharm - Pierre Germain Fired

Last
1998 39
1999 262001 - New Agreement
Signed Yesterday

3-22-01 Spain

Announcement May

Norovis contracts

① 5 to 16 years w/ min/yr.

machinery zoom postes - Free

Fluid Bed Extrusion

Next month April

② More products in future

Tablets etc.

280 mil tablets

Value est. 5.5 mil. postes

But 70 mil postes

Investment

③ Ethypharm France 60% to
US NICARDIEN

Portugal Helm

LAVISSAL - order

April 2 Doseers trimet. 40K Euros
Annunt. Simvast. 55K "

5 yr. Supply

Reckitt

100kg from Italy 6 April

Ethypharm - Adolfo Basilio

15 billion purchase 4 mil. postes

Enalapril 2.5 & 10 mg. was 38% of sales +

MOT - will increase > 75% GM

SAC - decrease

WAGN - Next 27th

launched June

B968

3/27/01 ADOLFO mtg.

Novartis

Fenistil pellet

Equipment - > 1 mil US.D

2 * Enalapril 2.5 mg, 10 mg

May 15th - June 1 Announce

Poerzeltos Bio-Study

Minut. 4 April

COST \$100,000

Analy. 10 "

10 May start Study

N8607

N8609

→ Tylenol - 500mg cell same lot (200)

→ Paracetol - " (200)

4 * Omeprazole - Dr. Reddy Source of Active
From FDA cert. India
SALES ≈ \$1 mil / year

Redacted

ADOLFO ?

Simvastatine

Protocol - Ireland

Portugal

Portugal

Paracetmol - Sanofi

B969

Paracetamol

Benelux, Hungary, Germany
80 mil tablets 500 mg.

Patents Omeprazole

Submitted 1. Microtablet or res. tablet Omeprazole

Submitted 2. Micro pellets New Improved process
for granulation

same { 3. Omeprazole - under VACUUM
Patent { coper. Patent Lansoprazole

1. Process Patent

NEED API Source

NEED DMF

Patent Paracetamol - Filed Nov 2000

Ungris will File by Nov 2001
in other Countries

KVA Quote Paracetamol

0.70 Eurocents for finished 20#
For packaging Alum/Alum
in 150x

* 2.5 mill sales € 50k GM

\$	100,000	→	1 Euro	/ .95	.90
	50,000		.95		
	200,000		.90		
	250,000		.85		
	300,000		.80		

B970

3 April 01 SPAIN

Beltmec

Spec. 235 436

Manf. 41172

276,608

19333.33

Dawn

81,058.

August Installation Machinery - Omeprazole

6000 kg capacity

300 kg "

Paracetamol - Italy 100 kg.

Tablets -

Liquids - Greece Omeprazole

3 Shifts 7 days / week - Omeprazole

Adolfo

Ignacio (Ethynodiol) Alvarez.

15 Dec. Proposal

Contract 5% royalties ^{BELMAR} < other customers
Supply Agent - Organic
then Aqueous formulation.

20 Mar. 2000 contract (exp. Mar. 2002)
↳ will not limit

Addendum - 20 mg., Patent of Ethynodiol

→ Patent file 6 Apr. 2001

PARACETAMOL

Solubilization 99% after

200 mg 500 PANADOL

Helm - Omeprazole

LICENSE 30% royalty
5% to Helm AG

Order Dom Rep. \$30k order

Omeprazole

Loperamide

Contractives (bulk for packaged)

Antibiotics

Cantabrin - Paid 2nd 10 million pesos

2001

1. L Bel M&S Daur Riaxfar

2. Manufacture

3. Oral Development

Simvastatin, Trimethoprim,
Lansoprazole, Pentoxyfilline,

B972

Spain - ADOLFO

1. Ethypharm update
 - Nothing
 - Note Phillip Bourdin
2. Novartis manuf. update

Redacted

4. TzVA - going to send Ibupro. but don't have
 - * Mkt. Author. Acetyl cysteine 200mg
 - How many dossiers 2 months to transit
 - ↳ (3)
 - Mtg. 15 June E-mail Eli Shuster
 - ↳ Helen de Kloft.

- 5 Reckitt - Send Address
- 6 Sanofi - SEND Tablets
7. Samples Acetaminophen - Tfb, + Sotethi
- 8 SHIZ - Now Public
Public
- * 9. Novartis manuf.
 - Machinery w/ min for 5 yrs
 - Announcement of Agmt. - summer
June July

B973

Spain

✓ How many Dossiers Pending of BIMAC
or DAUER
Have slide of these

NEW OFFICE MOVE - WHEN. Aug / Sept.

SALES - April - SEND - BAD for ALL
 BIMAC - 172 82 MARCH 256 TOTAL
 DAUER - 40 mil VS 279

MARKETING EXPENSES - HIGH
 new LAUNCH
 promotion

MOH

14 MAY AMOXILLIC

Tablets 1 gm

3rd Qtr. Launch

New Pdts to Acquire - SEEKING

RETURNS - NEW PROVISION II 1st QTR.
 24 million Auditors

WAS 104 mil → 122 mil NOW
 RESERVE

Atrix Program Structure
SAFETY

Spain

15 June Launch Enalapril new doses

Ethypharm

- CONTRACT - Atty. want - Now
- SIGNED TO J Murphy
- CONTRACT - Organic formulation
10 yrs Ago
Manuf.
Nothing of Aquous Formulation
LeDuc - Asked to cancel meeting

2 MACHINES ORDERS

300 kg.
600 kg.

- Announce New patient - After Mtg next wk
- 350 mill profit

E-mail BL

NOVARTIS - GM SPAIN

Ethypharm 12K/kg Quoted

Lab Bohne 21K/kg Quoted

.9 parts / capsule
filling

SALLES - over Budget BEMAC + DAVIN

Enrol.

Pantosyfillein - Aug. in supply

B975

Adolfo

1. Insurance Coverage
2. Antigen
3. TEVA
4. SALK OPTIONS

Spain: Private Placement then IPO

5. Rx Dan, Josh

Ethypharm - Mtg. Phillippe Boudet

Contract send to J. Murphy

3rd machine requested - NL Antigen
Ag. Formulation

Future Relationship?
Diltizem - dead

TEVA

Dossiers have 3 Need additional Info.
Hrs needed

Bristol

Aztrektol - want to cancel
LB was Now
64 → 140 Mil
BMS was
360 296

• No golf course

B976

5/16/01

Solvay

Nolan

Topical Testosterone

Confidentiality Agreement

5/16/01

Gruntel

JEFF Cross & Andy Sidestein mtg. June 6th

5/16

GKN - Barry King - Sells Invest. Banking
Activity

5/16 Mike Yates

Focus on Family - Ray Vandervort
- Video & lesson plan5-16-01 ADOEFO - Spain

Ethypharm: No Answers Available

June IPO Planned

No Gen. Manager

Contract

1992 - History

Legal file NOT Contract

Antigen - Meeting

Low Margin 56% Jre
A8% UK

Profit decreasing

Injectables - Competitors?

Expensive to maintain

GM may decrease

Unstable Sales - how to recover

Personnel - too many

Salesmen - Low Number

Hospital sales

B977

5-22-01

SETERING - Nancy Rich
MEETING

Lamisil
Sporonox

- Diff. to switch to OTC
problem
- Passing - on deal for Lacquer

Craig Benson → corporate
Paul

5-23-01

Spain / mille Price

1. Larissal AGENTS (Signed)
5 Yr. Supply Amt.
2. Amended due By August
11 Mil
11 Mil
8
3. 15% reduction Prices
Attorneys SAY Fight
4. Ethypharm - EXPIRE Mar. 2002
- 6 month notice required Sept
5. Novartis -
Ethypharm 11 K / Kg
our price 21.6 K / Kg By August if any
6. 3.00 Kg March July → On average
6.00 kg mth Sept → On average

R Aquia
Insulin
Oral

G - II - 01

Spain

Lansoprazole (lab. ViNAS)

20 million pills.

Patent Protection raw material

Sold to Sorbi

Omeprazole - No patent filed

410 million

57 { 40 mill profit FB
17 Mill LD

cisna-

WuXi GENNA CORP.

Nanoxyf 9
NONyx

B979

SPAIN

6/25/01 ETIAPHARM -

GLAXO - CERTIFICATE OF ANALYSIS FOR paracetamol

Sanofi - Nothing

TEVA - 12th July for regulatory affairs
list of Belgian needs.

Lebanon - 10 Sales

20 " PHARM / Belmazol

30,000 units 20 mil pcts profit

of Pcts planned

EXPORT to SYRIA

RECKITT

AMoxicillin 1 gm tablets - DAVUR Belmazol
500 mg capsules - DAVUR

Trimethoprim APPROVED - DAVUR

Amoxicillin 1 gm Sachets - DAVUR + Belmazol

July
3rd week PR
Endalox 10 tablets 2.5 mg > LB + LD
Endalox 28 tablets 10 mg

H&M - Onepatazole patent review

Etiapharm patent - A court does not work
consistentlyEQUIPMENT - 300kg mixer in factory for day
Q3 July 600 kg mixerAMANTADINE - 30 mil/m Supply Agent
\$1 upfront \$1 with tests. 8 royalties
3yr.

B980

2 Prof
2 TGAH

ANDRx

STABILITY

5 People R+D - 23 hr process

PHQ Needed - Produce by K oleate

Asha PO₄Na₃
 K₃
 Ca
 Mg
 + Amine

Ethypharm ; Not stable
pH 6

Other 4Koline Amin. acid

Lab Balance

Use Surfactants

K Olerite PHQ
Na. Laurel Sulfate
PH 3.6.
Spray NH₃ to
raise PH

Spain 7/13/01 Adolfo.

TEVA - Mtg went well: David Cochrane
10 Registers in Sept.

Lensoprasol w/ patient protect. - Contract
review
Dr. Reddy - Draft.

Avastatine - New Pfizer
centriline

July 18th

reduce 15% 21 MAR 01

Encapril Bilmac

HEIM - Patent review Omnipravate
Encapril

56 Tablets

Price Next

2 Myopham

1.5 ml more profit if break

23 Nov cancel contract (4 months before)

23 MAR 01

Supply Agent - Canceled

But Supply Agent will remain
for another 2 years

Industrial Hatch w/ University
not valid patent

WE filed Organic patent

B982

New Patients

Anabolic Testosterone

* Organic Oxyazolidine

Aquagen Omnipenotest

07-17-01

Auxilium / B. Givink et al refining

Received

DHT

2.5% Testosterone w/ levels CPE

07-17-01

DT

CRAIG PEARSON

Mike Gotlieb (954) 762-4400

07-18-01 Glaxo SK

Dr. Patricia Audelet

Business Development

B983

Generics

: Spain - list
- Visit

19 July

Spain - Adolfo Herrera

List of Fdts' Generics.

Paracetamol Study - underway

Ibuprofen 100 - OK - Bioequivalent

Ethypharm patent not Good

Rpt by 31 July

Omeprazole Aqueous formulation

BMS - cancel contract Uti.

monolo cobo - should be contacted

if cancel can buy inventory
or allow us to deplete

BMS 350 → 300

Lb 70 → 160

Ibutolph 800mg SA Approved

Simvastin - several questions

Somotri tablets - next week

B984

SPAIN

PARACETAMOL

STUDY

Tablets - Sanofi

250 g. Powder for Novartis
Analytical - new presentation (slide)

LACQUER

Results

SPANISH STUDY - IND (MR Sub.)

CPE 215

EUROPEAN DMF

Pfizer - UPDATE

GSK - UPDATE

Auxilium request for licensing Generics

* List of Pdts Supply Terms each
Dossier - English STRUCTURE

PATENTS

Filed

Pending

Enalapril

Mktg. Authorization

Pricing, Packaging

* Heron

B985

Glaxo/isk - Mike Shew - Paracetamol

Billy Pharrm

current status

PLANS for giving notice

✓ TEVA

How Dossiers

With filing

BMS

Course of Action

✓ Options recommendation for Adulfo

WTO - How much

✓ Awards

SPAIN:

GENERIC MARKET - decreasing - Branded reducing
IMS ranking 62/202 LB
90/201 LD

LANSOPRIZOLE

Cub. Vines have patent raw material
Branded pdt
2005 Generic

AQUEOUS FORMULATION - omeprazole
File Patent - Sept. Lanzoprazole

Patents:

1. SR of GASTRIC PROTECTION
Process - VACUUM - Pellets
Incl. Aqueous formulation
2. Omeprazole tablets
3. Paracetamol - soluble + dispersible
4. Omeprazole Organic formulation
include 1
5. New Patent Planned Aqueous OR
Extension OR # 4

B987

Ethypharm: 23 Nov. Notice for March 28

* Omeprazole

Licensed to 5 companies

Supply: 200 kg / Moi

2.4 tons

Iran - Uganda

GIAOSB - Milk Show - Leaving
Paracetamol.

* Trimetazidine - license to SWARZY Poland
(Approved) thru MARY Purse

LaBESFAR (Port.)

license : Simavastatin 5 yr. Supply
Omeprazole Agent
Trimetazidine

* Ibumphen 500 - Approved

DR. Reddy - Supply API

1.5 / Atorvastatin - new gen.
to 24ns / \$30 mil USD + 29%

do our own register

SERTRALINE - \$27 mil + 37%
MARY Purse Pfizer

PARoxetine - \$50 mil USD + 15%

3 Dossiers Li Belmar

Li Devur

Rimutan

\$80k purchase

11 SEPT 01

Dicky Longoria
956-251 7575

12 SEPT 01 Novartis - CATHY BENSON
conference call with
MARK SHOBER required

Radio-labelled - in vitro
Clinical - in vivo

Inn Hampton tonight + Tomorrow

11 Sept. 01

Spain - Adelphi

Patents -

1. Aqueous formulation - Filing 15 Oct PCT
2. Omeprazole tablets - Oct 15
3. Paracetamol - Oct PCT

Simvastatin - MOH Approved (3)
15 others also "

* 8 will by US - Manuf,
Jan / Feb - launch

Sanofi - waiting to

Reckitt - send new samples

Herron - samples

Globo - call paracetamol